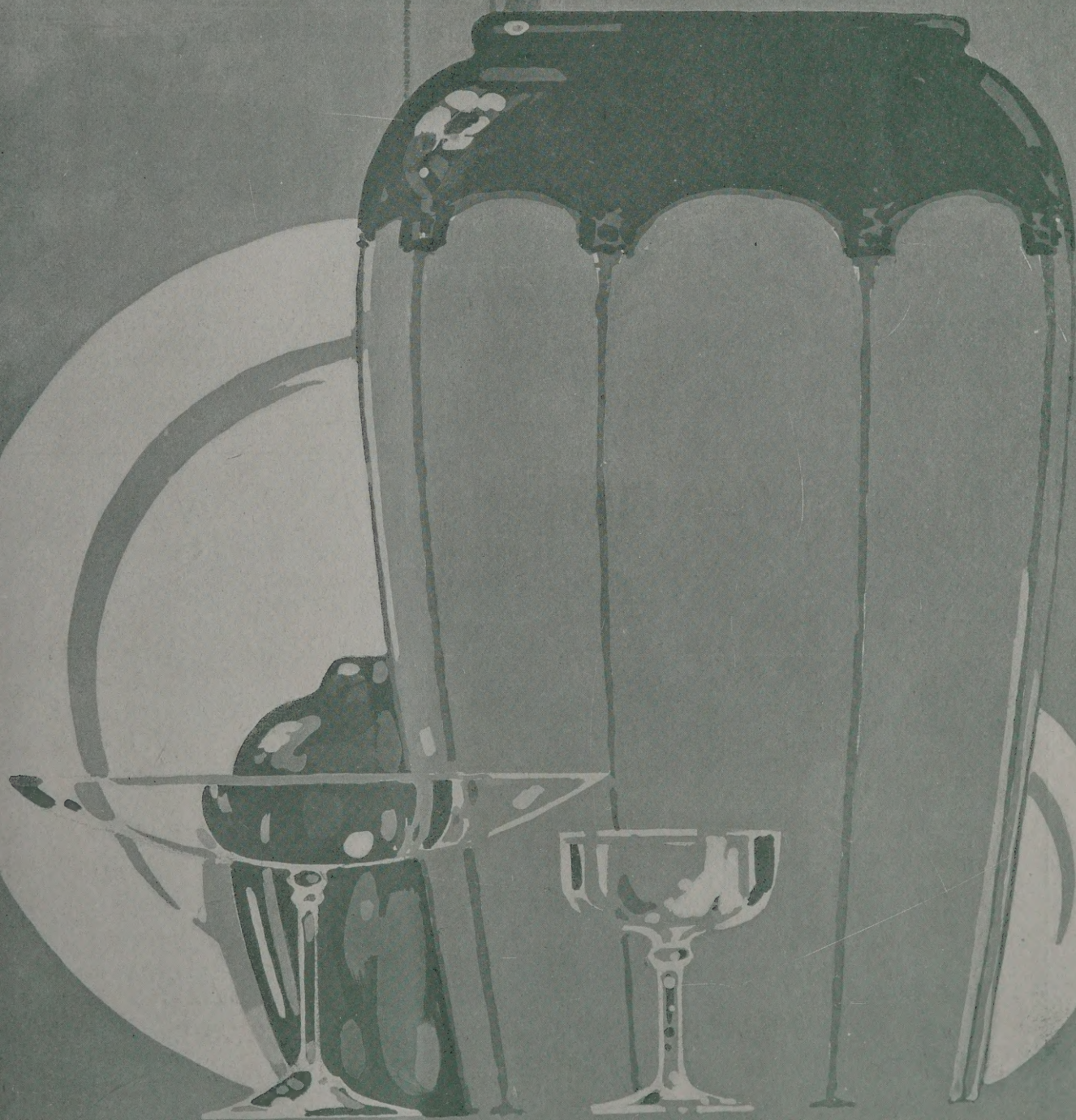


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POTTERY & GLASS



HUOTT PUBLISHING COMPANY
395 FOURTH AVENUE, NEW YORK

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BLOWN, PRESSED AND
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BLOWN AND PRESSED
TUMBLERS, DECAN-
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OILS, BLOWN TABLE-
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HOTEL, CLUB AND
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FINE TABLE GLASSWARE

No illustration
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to this line.
It must be seen.

A complete
assortment of
new goods.



Is always on
view at our
various
salesrooms.
It is there
for your
convenience.
Call and see
it.

THE DUNCAN & MILLER GLASS CO.
MANUFACTURERS OF FINE TABLE GLASSWARE
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JOSEPH TOMKINSON, 213 Commercial
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Haviland China

is stamped

Haviland on white china
France

Haviland & Co on decorated china
Limoges

We respectfully remind dealers that the china stamped "Haviland" or "Haviland & Co." is the only china known since 1840 as Haviland China and that any other ware with the name Haviland in its stamp cannot be lawfully sold as Haviland China, or without the mention of the name in full with which it is stamped.

Any infringement upon our exclusive right to the denomination of "Haviland China" for our ware would oblige us to sue the offender for damages.

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ONE of the best character novelty figures on the market. It is being put in stock by every live buyer throughout the country.

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Large, 6¾ in. high, - - 36.00 "

2% Ten Days, F. O. B. New York City

This character figure is copyrighted, manufactured and sold only by me

Retails for 25 and 50 Cents

(SAMPLE ORDERS SOLICITED)

F. W. REICHENBACHER

23 West 23rd Street, New York City



Removal Notice

IRVING CUT GLASS CO.

AND

C. F. MONROE CO.

Announce the Removal
of their New York Offices
from 25 West Broadway to

23 West 23rd Street

(Next Door to Fifth Ave. Building)

F. W. REICHENBACHER

Representative

23 West 23rd Street, New York City



Announcement!

We are now comfortably located
in our new building at

14 West 23d Street
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NEW YORK CITY

Visiting buyers will find our complete lines of China, Glass, Lamps and Bric-a-Brac now ready for their inspection.

LAZARUS & ROSENFELD

IMPORTERS

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3-5-7 West 22d Street,

34 Front Street, Toronto

79 Youville Square, Montreal



Illustration of the interior of F. W. Woolworth & Co.—an example of what five-cent merchandising can do

POTTERY & GLASS

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The Abuse of the Cash Discount

SOME MERCHANTS SEEM TO THINK THEY ARE ENTITLED TO THE CASH DISCOUNT IF THEY PAY WITHOUT SUIT

THE master who the boy likes most, and who he feels is his best friend, is he who is strict, yet unfailingly "on the square." So it is with the man in the trade. The fundamental thing with him is, that he be dealt with in unfailing honor and fairness, and he respects the merchant from whom he buys for demanding a strict compliance with rules that are based on sound reason, even though he may take advantage of any laxness the merchant may show.

Although he might, because for the moment irritated through being denied his own way, withdraw for a season his patronage from the house of strict rules and ruling, the chances are he holds in less suspicion the concern that does business strictly, than one of flabby policies, and he is easily attracted to return to its regular patronage. Whether a man be orderly himself or not, he admires orderliness and hates slovenliness, and never looks upon the concern of slovenly methods as the one with which he wants permanently to deal.

One of our correspondents says that he feels sure that practically all business houses are troubled because of the attitude of unfairness with which the trade generally looks at this question of terms. Some want the privilege of discounting on the tenth of the month following date of invoice, and still others on the fifteenth; and others, not satisfied with this, seem to think they are entitled to the cash discount if they pay without suit.

"About six years ago I first gave this matter serious thought writes a prominent merchant in the south," too much thought, as I have since learned. I thought it would be a very difficult undertaking, success dependent upon numbers, an 'altogether movement' else a failure. I tried to think out an elaborate plan of action—an organization of business men pledged to conduct an educational campaign in advocacy of reform. I thought until I felt I had not another thought coming to me, but one came. I recalled the saying of

Horace Greeley, that the way to resume was to resume I ceased right then thinking of elaborate preparation and waiting to enlist others in the move, and make up my mind to take the matter up in the spirit of 'Go it alone' if necessary. I concluded it was necessary because I was told that the reform could not be effected without universal support; that I would offend customers, lose trade, might as well try to make the world over, and so on. Well, ye of little faith, it did work from the word 'go.' Some customers were riled for the moment, but when we called attention to the moral principle involved they took a second thought, gained self-respect, and began to respect us the more.

"It is useless to attempt the reform by being 'mealy-mouthed' about the matter and beginning with an apology for calling attention to the evil, or by any half-way measures. The answer to those who inquire how the evil can be stopped is 'Take the same means you would to stop short weight and measure or short count—stand out against it firmly. Do not submit to the evil in a single instance. Begin now; the longer you put it off the less spunk you will have. Do not frighten because of open or implied threat of a customer to withdraw patronage or because your competitors submit to the imposition.

"If you condone the first offense or simply tell the offender that he should not take discount unearned and ask that he make good next time, you may in some cases be 'made good'—perhaps; but the average customer having the nerve to claim a discount unearned once will repeat in spite of a simple mild reproof or 'Won't you please be good next time' request.

"The sure way to stop the imposition is to reject every tender of settlement when discount is taken unwarrantedly—return the check and insist upon having a check for the correct amount. I care not in what line of business it be, this course will apply—it is simply a question of standing out against sheer imposition. If there are those who wish to encourage or

submit to that, let them go it alone. If all houses who do not wish to submit—each for itself, not one waiting for another, will not only plainly say so and actually not submit in a single instance, the reform can be effected short meter.

"No combination is needed. Each and every house is strong enough in itself if it will but 'spunk up.'

"Some may consider this rash or idle talk or mere bluster. To such I would say that after six years pursuit of the course above mentioned I can from a record of actual experience substantiate the statements I here make. Just as I write I receive a letter from a large responsible house, reading as follows:

"We are glad to find one concern that believes in sticking to the terms under which they both buy and sell goods. We know of some very large concerns who have a man who does nothing else but see how much time he can take in exceeding the discount limit and still get by."

"To say that this reform can not be established is the equivalent of saying that the majority of business men mean to be dishonest. I do not believe this. Many who have fallen into the habit of taking a discount unearned, encouraged because of passive submission on the part of those who have allowed them, have for the time lost sight of the moral principle involved and considered they were simply following custom. If it be brought to the notice of the average business man that the habit is pernicious and dishonest he will, let us hope, yield to his sense of moral bearing, or at least to a spirit of fair play. The subject is one calling for plain, blunt, business talk and immediate individual action, if we would attain practical result. Let us take it up one by one and recognize the fact that every one will make another. Don't wait for company; you can go it single handed and alone and win out if you mean real business. I make bold to assert the views herein given because I know through actual experience and practical results whereof I speak."

PRACTICAL KNOWLEDGE HELPS THE RETAILER

IF there is one piece of advice that we would give the ambitious dealer and salesman which we consider would be of greater benefit to them than any one thing, it is to visit the factories at every opportunity and familiarize themselves with how the goods they are selling are made.

It is difficult to put a valuation on such knowledge—it is easier to say how incomplete is the education of those who do not have it. It is really a duty you owe to yourself and certainly an obligation to your customers who depend so largely on you and give you credit as an authority, which you should be.

In trades and professions it is absolutely necessary for its followers to know the origin and construction of things in which they will attempt to practice, and they pay well for their education.

Then why not take advantage of the always open and welcomed opportunity to visit the factories, study the work and question the proprietors, who are always at your service.

Don't let a customer ask a question about your goods that you cannot answer.

CHINESE VASE BRINGS \$4,411 AT PARIS SALE

THE brothers Jacques and Arnold Seligmann, art dealers, Paris, recently dissolved partnership, and the sale of their stock was held in the Galerie Georges Petit. The lots disposed of consisted entirely of Chinese porcelains, and the total realized was \$55,946. Vases furnished the biggest sums.

A large balustre vase of the Kang-hi period, showing a Mandarin giving an audience, estimated at \$3,600, was carried off by Mr. Paul Roux for \$4,411.

Mr. Hélot obtained for \$2,860 another balustre vase of the same period decorated with flowers and birds, for which \$3,000 was asked, and for \$2,200 a roleau vase decorated with a landscape and inscription on a black ground, for which \$1,200 was asked.

The balustre vase of antique Chinese porcelain purchased by Mr. Paul Roux represents a mandarin, accompanied by a woman and two children, about to receive a group of children. Many persons are present. On the neck are the three gods of the Tao trinity: Chang-ti, god of heaven; Chéou-lao, holding the fruit of the peach tree, and Limpao, god of providence and of generation.

JERSEY COURTS CONVICT FAKE ADVERTISER

IF every state in the union were to adopt the fraudulent advertising laws of New Jersey a great many questionable advertising writers would have to take a course in salesmanship, for that is what advertising is—salesmanship in type. At the present time these doubtful advertising men are getting by because it isn't necessary to print the whole truth; in fact, any old thing goes just so long as it sells the goods. Over in Jersey, however, they have a law that compels advertisers to stick to the straight and narrow path in that it prohibits misleading, deceptive and untruthful advertising. Last month saw the first conviction when a manager of one of the leading stores in Trenton was called before the bar of justice, because their advertising man so far forgot himself as to advertise "Beautiful glass berry dishes worth 75 cents for 17 cents." He was indicted and the jury returned a verdict of guilty. This will no doubt be a strong lesson to the other advertisers in that state. If such a law could be legislated in all the other states what a truthful world this would be.

We are glad to note that New York City has taken the lead, here in the Empire State, by passing an ordinance along similar lines to New Jersey's law and trust that the passing of the fake advertiser is a matter of a short time.



Section of the main floor display in the new store of A. A. Vantine & Co., New York

Vantine's Oriental Shop in New Home

THE strolling crowds of Fifth Avenue, New York's aristocratic shopping centre, never fail to pause when the beautifully dressed windows of A. A. Vantine & Co.'s new store at Fifth Avenue and Thirty-ninth Street come into view. The ever-changing arrangement of wares of the Far East is of like interest to both the high class and medium trade, especially so in the china and pottery lines. Since occupying their handsome new eight-story building, the retail business of the firm has been materially increased, the store being crowded with shoppers from ten A. M. on.

A broad expanse of display windows extends along the Fifth Avenue and Thirty-ninth Street sides of the building, and are of the double-decked variety, the upper section affording a wide range for display, especially from the opposite side of the avenue, and from the Fifth Avenue stages.

The first floor is particularly attractive and is devoted to a beautiful display of art pottery from the

Orient, Chinese and Japanese specialties, Oriental jewelry, and an exceptionally fine assortment of artistic portables and lighting fixtures, both domestic and imported. Mahogany fixtures are used throughout.

The basement is given over to their lines of Japanese and Far Eastern china and pottery, basket wares, etc., and is a department where shoppers will linger long examining the wonderful art work of the Japanese, in the allied lines, displayed. One display that attracts attention is artistically grouped under a large Japanese parasol, giving that section of the basement a most distinctive touch of the Far East. The remainder of the building is devoted to a display of Oriental rugs, quaint rattan and fibre furniture, upholstery and drapery goods, etc. The wholesale departments, business and general offices are located on the upper floors. The building is modern in every particular, the façade being of limestone with ornamental window cornices and has four ornamental iron balconies on the seventh stories. An ornamental wrought iron balcony extends



The varied Oriental wares displayed by A. A. Vantine & Co., New York, during their opening week

around the front and side of the building at the eighth floor. A battery of passenger elevators and large freight lift are at the rear of the building.

The new store is a credit to the uptown shopping district and the change of location from Broadway and the old style buildings to the modern building now occupied will doubtless repay the firm for their expenditure in greatly increased business.

WESTERN MERCHANT JOINS STERN BROS.

ARTHUR D. BRANDEIS, president of J. L. Brandeis & Sons, Omaha, Neb., has been elected vice-president of Stern Bros., New York, and has already entered upon his new duties, which will be such as to make his presence in New York essential, and on that account he has arranged to devote all his time to his new enterprise. Mr. Brandeis is one of the most prominent merchants in the West, and aside from his great department store holdings is interested in several theatres and Omaha realty.

Mr. Brandeis is not coming to a new field as his business has for many years brought him in contact with New York. He maintained a residence in this city for a number of years, his daughter having married Irving C. Stern, of Stern Bros.

The corporation of Stern Brothers was formed about forty-four years ago by Isaac, Bernard and Louis Stern, when they opened a small store on the west side of Sixth Avenue, a few doors south of 23d Street. Isaac and Bernard had been in business at Albany, and Louis Stern gave up a place with his uncle in Petersburg, Va., to join his brothers. The progress of the business was rapid, and it was generally conceded that the success of the house was due to the industry and the individual efforts of the young men who composed the firm. In 1878 the business had outgrown

its home in Sixth Avenue, which had been enlarged several times, and the building in 23d Street was acquired.

When Bernard Stern died, about twenty-four years ago, the youngest brother, Benjamin Stern, was admitted to partnership. He retired from the business about four years ago. With the retirement of Isaac Stern, in 1910, Louis Stern became the only member of the original firm to remain in the business. His associates were his sons, Melville A. and Irving C., both of whom had for several years held positions of importance in the establishment, and his brother-in-law, Julius G. Kugelman.

No radical changes will be made in the conduct of the business because of the entrance into its counsels of Mr. Brandeis, except that the management will be directed by a board which will consist of Louis Stern, Melville A. Stern, Irving C. Stern, Julius G. Kugelman and Arthur D. Brandeis.

NEW YORK PASSES "PURE AD" LAW

THE ordinance prohibiting fake advertising of all kinds has become a law, the Mayor having sent the bill to the City Clerk without his signature or veto.

The ordinance prohibits untrue, deceptive or misleading advertising of merchandise, securities, services or anything offered for sale or disposal. It is designed to prevent fake sales of goods from fires and bankruptcy concerns. It will prevent the false labeling of shirts and other articles of apparel. It prohibits newspaper advertising that is misleading in any way, and likewise makes it a crime to make false advertising assertions through circulars.

The penalty for a violation of the ordinance is a fine of not less than \$25 nor more than \$250, or imprisonment of not less than five days nor more than six months, or both fine and imprisonment.

Making the Main Aisle A Money-Getter

REFLECT THE SPIRIT OF THE SEASON BY SHOWING YOUR BEST STOCK OF GLASSWARE ALONG THE MAIN AISLE—PUT YOUR GIFT PIECES WHERE ALL CAN SEE THEM WITHOUT LOSS OF TIME

THIS is the season of glassware. The particular time of the year that offers the dealer the greatest opportunity to get big business in cut and blown glassware. Does your store, windows and stock reflect the spirit of the season? If not, it is not yet too late to create seasonable atmosphere. June weddings are a popular institution and cut glass is now the popular wedding gift. But to get the business requires something else besides the stock. Display methods are most essential and to the merchant who knows how to show his merchandise off attractively goes the largest trade.

Why not adopt one of the principal display methods of the big city stores like Wanamaker's, Gimbel

Bros., and Macy, and make your main aisle a money getter. Most merchants seemingly regard it as merely a pathway, presumably not recognizing its great display and selling advantages. Everyone knows that three-fourths of the people entering a large store use the main entrance, all do in smaller stores, and consequently pass directly along the main aisle. During May and June cut glass, stemware and even pressed tableware should be attractively arranged and displayed—not the shop worn stock but nice clean, new stock. The very latest shapes and designs are best and above all don't make it a bargain display. Nothing is ever

marked at special underprices in the stores where the plan is being continually worked to advantage, so it is a good plan to follow the successful retailer's steps.

Of course, the store, and that means the sales staff, must also warm up to the season. They

should reflect the spirit of the bright Spring time in their smiles.

They must smile not because they are told to, but because they want to. It's up to the house to see that they want to. This can be done by setting a selling mark that can be attained by good, hard work, and then making the attainment mean something in a practical way. Let us realize that if the sales staff really makes up its mind that its house is the biggest, best house in the land selling merchandise, then we can look for the best kind of record sales. To insure this spirit is like taking out a policy of insurance on the bank of business success.

Does dressing up the main aisle pay? Just watch

the hurrying shoppers stop and look over the display. Then, again there is the big noon hour crowd that wanders into all the large stores between the hours of eleven and two just to look around, and many just to pass through to the other end where it opens upon another street. There are thousands of them and while they do not expect to buy, many are daily tempted.

What is being done in these stores you can do in yours. You can kill the whole idea, though, by using old or cheap goods; the best stock is none too good and it must be arranged with a light, artistic touch. A few card signs do not hurt the general look, but do not make

a poster booth out of a table. During the luncheon hour, men of all classes walk around the main aisle, and if they do not buy the first day, they will before the week is out.

Several days before June why not put an assort-



"The June Bride"—an interesting pose showing a number of items from the cut glass line of F. B. Tinker

ment of real novelties from the cut, blown and pressed glassware stocks on these tables and advertise the fact of extreme novelties to be found in the main aisle, using your town papers freely at all times. See that no seconds get on the table and at each end a card, large enough to be read easily, stating that now is the time to examine choice novelties for gifts before the rush begins.

You will thus gain a trade that otherwise would be lost. The best part of such a customer is that you are going to please him so well that he or she and their family will come again and again and a steady customer means more than a bee flying from bush to bush. "It's the steadies that count."

DURANT KILNS EXHIBIT ATTRACTS CONNOISSEURS

SOME exceedingly interesting work in art pottery was recently exhibited in New York City by Mrs. Clarence C. Rice, who operates the Durant Kilns at Bedford Village, New York. The principal attraction at the display was a unique table decoration made for



Three charming pieces of Persian Blue pottery made at the Durant Kilns

Mrs. Arthur Curtis James. This set consisted of thirty-one pieces and will be used in a yellow marble dining room at the James villa, in Newport. It is done in Egyptian blue and gold and modeled in the Egyptian style, the potters not merely reproducing, but bringing out the truly Egyptian style after long research. An idea of the set may be gathered from the description of the centre-piece, which is a lotus-shaped bowl, supported by three gold Egyptian winged lions. The base, as well as the bowl, are the work of Mrs. Rice. Another interesting feature of the set is the individual salts. These are in the form of a nude woman lying prone upon the ground, her extended arms holding a shallow oval dish. The idea was copied from an ancient Egyptian

spoon. Besides the table decoration a beautiful assortment of variously shaped Persian blue bowls and vases were shown, others in an apple green glaze, blues and cream white round out the display.

GOVERNMENT PUTS UNIFORM DUTY ON POTTERY

THE Treasury Department has issued an order to Collectors of Customs throughout the country dealing with the classification for dutiable purposes under the new tariff, of vitrified earthenware, semi-porcelain earthenware, and vitrified hotel ware. It appears that since the act of 1913 became operative, collectors at some ports have returned these goods under paragraph 80, at 50 or 55 per cent. ad valorem, while at others, the return has been under paragraph 79, at 35 or 40 per cent.

Paragraph 80 provides for "china and porcelain wares composed of a vitrified, non-absorbent body, which when broken shows a vitrified or vitreous, or semi-vitrified or semi-vitreous fracture." In the view of the department, earthenware to be dutiable under the provision cited, must be commercially known as china or porcelain, and as it is conceded that the wares in question are not commercially known as china or porcelain, it follows that they are not dutiable under paragraph 80, even though tests have shown that some of the wares are only slightly absorbent.

C. H. KIEFER TO MANAGE J. D. BERGEN PLANT

THE rumors of a Kiefer-Bergen cut glass consolidation that ran riot around the New York market during the latter part of April have been put to rest by the announcement that Charles F. Kiefer, of Kiefer Bros., cut glass manufacturers, Brooklyn, has been appointed general superintendent of the Meridan, Connecticut, plant of the J. D. Bergen Co., of which Walter H. Bradley is president. Mr. Kiefer will also look after the selling end of the business which will be shown in New York in conjunction with the Kiefer products, the two factories being run independently except in the selling end.



Quaint shaped tea service shown by the Fulper Pottery Co.



Practical Law for the Buyer and the Seller

A department devoted to a discussion of the various legal matters that are constantly confronting the man in business; opinions rendered are based upon actual decisions.

Written by Elton J. Buckley.

As to a Salesman's Taking his Customers With Him to a New Employer

I HAVE just received a copy of a most important decision just handed down by the Supreme Court of California as to the right of a salesman to take with him to a new employer the customers obtained while working for the old one. While it is the decision of a State court, it would be considered as having effect everywhere, because it is not on a subject on which States have special laws, so that a State court, when deciding it, considers, as the California court did, the whole body of the law on the subject.

Every merchant or manufacturer, if he employs outside or inside salesmen, is interested in the question how far they can go, if they leave him and take a position elsewhere, in soliciting for the new employer the customers they have been calling on for him. The question has arisen hundreds of times for a salesman who seeks to change his position will strenuously resist any effort to prevent him from utilizing what is always his chief asset, viz., his knowledge of and acquaintanceship with customers.

The publisher who sends me the California decision expresses the opinion that it changes the law, but I am not so sure of that. The weight of authority has always been that unless a salesman had bound himself by contract to leave his employer's customers alone for a time after severing his connection, he could canvass them for a new employer the very day after leaving the old one. The California publisher writes: "While in this case there was a contract between employer and employee, the Supreme Court very positively states that the existence of the contract was not important, and that the employer was entitled to an injunction as a matter of equity."

Let us see whether under this decision the law becomes any different than it was before. It certainly is very different indeed if every employer, whether he holds the salesman's contract or not, can prevent him from going after his customers after he leaves.

In the California case the employer who went into

court to prevent the theft of his customers was a Los Angeles laundryman, the Empire Laundry Co. The defendant was a solicitor named Rudolph Lozier. The court's own description of the situation was as follows:

"The plaintiff is a corporation engaged in the laundry business in the city of Los Angeles, having a large number of regular customers and a valuable and growing business. This business to a large extent is conducted through its agents and drivers of its wagons, who canvass from house to house. * * * Each of these agents and drivers has a particular route. * * * The names and addresses of plaintiff's customers, together with the day of the week their laundry is to be called for, are kept in special prepared lists by plaintiff and are used for plaintiff's business purposes by its drivers and agents. These lists have been compiled and are maintained at the expenditure of a large sum of money and they enable the plaintiff to keep a check upon its business and to increase and extend it where possible. They constitute a trade secret of great value to plaintiff.

"Lozier, the driver, was employed by the laundry company to cover one of its routes; plaintiff at its own expense furnished Lozier a team and wagon; the route superintendent accompanied Lozier on his earlier trips and introduced him to the company's customers and from time to time thereafter employees of the company canvassed the territory and turned customers thus secured over to Lozier. About a month after Lozier was employed he entered into a signed contract with the laundry company in which he agreed to turn over to the company the names of all new customers secured, together with changes of address, so that upon the termination of his employment the laundry company should have a complete list of all its customers. The contract further stipulated that after his employment should cease or if he contemplated leaving the employ of the company, he should not in any manner attempt to induce any of the customers of the Empire steam laundry to withdraw their custom from it."

On February 12, 1910, Lozier quit the Empire and

entered the employ of a competitor, and thereafter canvassed for laundry work from his old customers and along his old route, and he used the knowledge, information and lists of customers gained while in the employ of the Empire company. As a result he was able to carry much of his patronage to his new employers.

The Empire Co. asked for an injunction against the salesman, which was granted. The court's opinion was in part as follows:—

"The sole proposition advanced upon this appeal is that the contract between the parties was void as being a contract in restraint of trade. The court finds that the contract was not restraint of trade, but into this question it is wholly unnecessary to enter. For the judgment of the court does not rest alone upon the findings as to the validity of the contract, but declares a violation of plaintiff's rights under circumstances cognizable in equity without any express contract whatsoever upon the subject.

"Equity always protects against the unwarranted disclosure and unconscionable use of trade secrets and confidential business communications. So little does this equitable jurisdiction depend upon an express contract that it has been said by high authority that it exists in every contract of service in the absence of stipulation to the contrary.

Therefore the question of the contract between the parties becomes immaterial.

There can be no question, under the findings here presented, but that defendant's agency was one of trust and confidence. His duties were to serve well the customers of plaintiff, to increase the business of the plaintiff, to solicit new business and keep a complete and confidential list of all the customers. This list, even though in part prepared by him, was the absolute property of plaintiff and was a valuable part of his property. * * *

That equity will always protect against the unwarranted disclosure of trade secrets and confidential communications and the like, is, of course, settled beyond peradventure. * * * It would seem, therefore, that the only question left in the case is whether the knowledge acquired by defendant and which he was so using came fairly within the meaning of trade secrets and communications. Upon this question reasoning can leave no doubt.

In my judgment this decision, which cites a number of cases in England and in various states of the Union, leaves the law in this country practically as it was before, and a restatement of it is as follows: Unless a salesman, when taking a position, contracts with his employer not to solicit for a new employer, customers which he obtains for the old one, he is perfectly at liberty to do it from the minute he leaves his first position. Such contracts are in restraint of trade, and while the law doesn't like them, it will uphold them

if they are in writing, but will not make for the employer a contract of that sort where he was not vigilant enough to make it for himself.

The above is a fair statement, I think, of the present law in every state of the Union. There are if I remember correctly two cases which hold the contrary, both of them in New York State, but the general weight of authority is decidedly the other way.

The reason I think the California case does not change the law is that there were facts in it which make it entirely different from most of these cases; facts which required the application of an entirely different principle of law.

For instance, the court's description of the case shows that the laundry company had most of its customers before the driver went there, and that the number of its customers in his territory was constantly being added to by other solicitors whom the company sent into the territory. Doubtless the defendant Lozier got some customers too, but apparently they weren't very many, and the most of the trade which he tried to take to his new employer was trade that the company got itself. Of course he couldn't take away such trade as that, and the court followed the settled legal principle when it said that a man who through his employment, learns the "trade secrets" of his employer, cannot peddle those secrets to his employer's competitor.

The proposition presented by most of these trade cases is wholly different, for in almost all of them a salesman enters somebody's employ, works up new trade of his own, leaves, goes to a new employer and tries to take his customers with him. In that case he considers that he is taking what is absolutely his own, and the courts have almost all upheld him and will probably still uphold him. Always provided he does not sign a contract in which he waives his right.

(Copyright by Elton J. Buckley.)

NO COPYRIGHT FOR IDEAS

HERE are a few paragraphs taken from the daily advertisement of a New York mercantile house, that will prove of interest to those in the trade who are concerning themselves with design piracy:

TOMBSTONE OF A CANARY

As the Law itself shrewdly says: "There is no copyright in ideas." The grievance of fash-makers against those who reproduce their visions is that they are burglars of others' intellects, and no better than the barren beggar-woman who lives by borrowed children.

The hobble-skirt dates back to 2000 B. C., which proves that there is nothing new under the sun—or over the daughter. The ancients borrowed from those who went before them.

Everyone's life, including the fashion maker's, is one long appropriation clause. "The latest thing out" is achieved by standing on the shoulders of the work of others.

But all the people in all the lands are necessary to each other. The good deeds done without the help of others could be carved on the tombstone of a canary.

It is a fine art to copy without plagiarism and appropriate without robbery; like the bee extracting something from every flower, yet the honey is of his own making.

Many Pottery and Glass Firms in New Quarters

SALESROOM CHANGES IN BOTH UPTOWN AND DOWNTOWN DISTRICTS—BIG INCREASE IN UPTOWN CHINA AND GLASS POPULATION SINCE JANUARY.

MAY first and succeeding days were busy times for a great number of New York's china, glass and lamp men, for it was moving day, the changes not only being from downtown to uptown sections, but also changes of location in the downtown market. Now that a majority are comfortably settled in their new quarters, it is, indeed, pleasing to note that in every instance the change has been for the better. Brighter, larger and better arranged and furnished salesrooms are the rule, ample evidence of the progressiveness of the local merchants.

The changes downtown have been toward the main lines of travel, the salesrooms of William Dealing, Paul Joseph and the Cambridge Glass Co., being congregated around the Chambers Street Station of the Sixth Avenue elevated railway.

Mr. Dealing has taken space in the building at Chambers and Hudson Streets, and, while he has not the vast expanse of the old quarters he can show his sample lines to greater advantage than before. The natural light is abundant and is supplemented with a semi-direct lighting system. Quartered oak furniture is used throughout, giving the showroom a cheerful appearance. A neat little leather upholstered window seat has been especially installed for leg weary buyers.

Paul Joseph, showing the Duncan & Miller line, is also equally as well located in the Gerken Building, Chambers Street and West Broadway. He has the entire front of the third floor with plenty of natural light from two sides. Directly to the rear of Mr. Joseph's office is the Cambridge Glass Co., whose showrooms extend along the Chambers Street side of the building.

The greatest activity was in the new district centering around Twenty-third street and Fifth Avenue. Of the early arrivals uptown the United Cut Glass Company was among the first to get settled. This concern and the M. Herbert Co. occupy the ground floor and basement of 8 West Twenty-second Street and have an approximate floor space of 2,500 square feet on each floor. Large plate glass windows admit abundant light and afford excellent display facilities. The private offices and reception room are first encountered upon entering the salesroom, and behind these is the large display room devoted to the cut glass sample lines. The wares are arranged on tables and wall racks, mirror-backed. The novelties in the M. Herbert Co. line are shown further toward the rear and behind this are the general business offices. The basement is given over to stock, packing and shipping. The color treatment throughout

is of silver gray tones, a new note in salesroom decoration.

A revised list of the removals since January 1 is as follows:

Boote, E.....	35 W. 23d St.
Bean, Arthur A.....	358 Fifth Ave. Bldg.
Bergen, J. D., Co.....	Fifth Ave. Bldg.
Bloch, L. D., & Co.....	157 Fifth Ave.
Budde & Westerman.....	29th St. & Seventh Ave.
Crown Novelty Co.....	23 W. 23d St.
Dunn Sales Co.....	10 W. 22d St.
Fondeville & Van Iderstine.....	85 Fifth Ave.
Herbert, Max, Co.....	8 W. 22d St.
Herbert, S., Cut Glass Co.....	35 W. 23d St.
Heisey, A. H., & Co.....	358 Fifth Ave. Bldg.
Imperial Art Glass & Lamp Works.....	205 W. 19th St.
Jewel Cut Glass Co.....	Fifth Ave. Bldg.
Kiefer Bros.....	Fifth Ave. Bldg.
Lazarus & Rosenfeld.....	14 W. 23d St.
Pittsburgh Lamp, Brass & Glass Co.....	23 W. 23d St.
Monroe, C. F., Co.....	23 W. 23d St.
Reichenbacher, F. W.....	23 W. 23d St.
Rowland & Marsellus Co.....	139 Fifth Ave.
Shotton Cut Glass Co.....	35 West 23d St.
Stewart Cut Glass Co.....	23 W. 23d St.
Royal Copenhagen Porcelain Works.....	256 Fifth Ave.
Thieler, E. R.....	35 W. 23d St.
Torlotting, E.....	35 W. 23d St.
United Cut Glass Co.....	8 W. 22d St.
Warrin, William M.....	25 W. 23d St.
Warner, C. B. & J.....	54 W. 23d St.
Weller, S. A., Pottery.....	Fifth Ave. Bldg.



Section of the Japanese pottery display in A. A. Vantine & Co.'s new store, New York City

POTTERY AND GLASS

WITH WHICH IS COMBINED

GLASS AND POTTERY WORLD

GLASS AND POTTERY WORLD, Founded 1893.

CHINA, GLASS AND POTTERY REVIEW, Founded 1897.
Amalgamated April, 1905.POTTERY AND GLASS, Founded 1908.
Amalgamated April, 1909.

REG. U. S. PATENT OFFICE

PUBLISHED ON THE FIFTEENTH OF EACH MONTH BY

HUOTT PUBLISHING COMPANY

395 FOURTH AVENUE, COR. 28th ST., NEW YORK

THOMAS A. CAWTHRA	President and Treasurer
EDMOND J. HUOTT	Vice-President
FRANK F. LYONS	Secretary

DEVOTED TO THE INTERESTS OF THE POTTERY, GLASS, LAMP, ART
METAL AND ALLIED INDUSTRIES

T. A. CAWTHRA	Managing Editor
PROF. CHARLES F. BINNS	Technical Editor

SUBSCRIPTION RATES: UNITED STATES, \$2.00 PER YEAR. ALL OTHER
COUNTRIES, INCLUDING CANADA, \$2.50 PER YEARChange of copy and instructions regarding advertisements appearing in
the magazine must reach this office not later than the 5th of the month,
as the first forms are sent to press on that date.

Entered at the New York (N. Y.) Post Office as Second Class Matter.

VOL. XII

MAY, 1914

No. 5

THE TOO MODEST
MERCHANT.

IT is surprising how extremely modest and conservative some of our apparently prosperous merchants, both wholesalers and retailers, can be. Many of them would fly off at a very acute tangent, and develop convulsions of righteous indignation, if they were asked to make public their daily accomplishments or to advertise their acts. They are perfectly willing and quite desirous of progressing and developing in manners which they regard as befitting and suited to their character; but they won't advertise, because they think it undignified.

Undignified, yes, if they make it that way; but advertising can be as respectable, and as modest, and in as good taste as the engraved card that announces the call of a United States Senator.

To the pure all things are pure; and to the modest and conservative, it might be paraphrased, all things are modest and conservative. And for a merchant to state, therefore, that advertising is undignified, in any degree whatever, is a simple admission that he is unable to fabricate, to conceive, to write, or to produce advertising copy that is otherwise. It is a reflection upon his own abilities, and upon his own character, and not upon advertising itself.

It makes small difference how high-class your business is, or how many clients you reach, you must advertise; that is absolute. For a time, perhaps, you can exist without advertising, and you can do busi-

ness with all the trade you want, but there will come a day when an outsider will enter the field and take all the glory away from you, and proselyte your customers to his store, and his ways of doing business, and he will do this all with advertising.

For after all, advertising is a foundation builder. It places stones, props, posts beneath your institution to make it secure against the winds and waves of adversity.

When advertising has fixed your reputation firmly in the minds of your clients, and has made your name a household word, you need not fear how many competitors, or how clever they be, that enter your field. How sad and painful it is for a merchant to discover, after twenty-five years of painstaking, laborious, exacting and conscientious work, that a "foreigner to the field" can enter his stronghold and steal away the labors of these many years just because he was unwise enough not to advertise, while the new comer did.

The saddest sight in this world is to see another man take an opportunity that you saw first but refused—and the merchant who does not advertise is building the foundation for such a vision.

THERE are many reasons why you should read POTTERY AND GLASS regularly during the coming year. But the principal reason is because of what it will contain. The following are six articles scheduled to appear in early numbers, and each one touches your business so vitally that you cannot afford to miss it. Here they are:

1. Will it pay to add a china decorating department to my store?—An article taking up in detail the advantages of carrying china and materials for amateur china decorators, and giving reasons why it is profitable to feature special monogram china. It also tells how to start such departments and the stock required.

2. A dictionary of pottery terms.—This will be the caption to a series of practical articles giving brief, yet comprehensive, information on every item used in, or connected with, the pottery and glassware trades. The stories will be popular as well as technical and will run the gamut from *antimony* to *zinc oxide*.

3. What is the matter with me?—The story of six average merchants who had good stock, splendid locations, excellent help, strong backing, but who never seemed to prosper as they should. An expert analyzed their situations and we have the tabulated results. The things which held them back may be retarding you, also. Read the story and find out.

4. How much should I set aside for advertising?—A symposium from a dozen representative firms, with a tabulation of the general average.

5. Fifteen minute talks with the boss.—The big man in business is big because he has a fund of common "horse sense" and a wealth of experience. The boss in these talks has both of these qualities, and he discourses pleasantly (and sometimes unpleasantly) on topics in the pottery and glass field.

6. The selling price spectre.—What shall I sell this article for? That is the question constantly confronting you, and we have gone a long way towards answering it in this article. There is also a great deal about competition and store profits, and a scheme for determining prices that does away with uncertain juggling.

Cash or Credit—Which?

AN INTERESTING CHAPTER FROM "WHERE HAVE MY PROFITS GONE?" BY M. P. GOULD
—AN IDEAL WORK ON BUSINESS SYSTEM

(Continued from April issue.)

VERY few dealers can handle the finest class of goods and run a strictly cash store. There may be exceptions to this rule, but it is so universal that the exceptions need hardly be considered. This is another way of saying that what are generally considered "the best customers" now buy, and always will buy, on credit.

Seventh: The continually growing practice of shopping by telephone is giving the credit houses a great advantage. It is so easy to pick up the phone and tell the dealer what you want, that there are now stores of a certain kind that do more than half of their business in that way. This practice of buying by phone is growing so fast that many stores are putting in switchboards with competent order takers as operators. These order takers have special order forms, on which they write out the order and send it to the proper part of the store. Many merchants make a practice of calling up their customers regularly and soliciting orders by phone. Of course, cash stores can take phone orders, too, but the fact remains that they have not been able to get so much business in this way as have credit stores.

Eighth: A store doing a credit business can usually furnish its customers many accommodations which a cash store does not, or cannot give its customers. For example, if a woman of means wants to buy a coat for a little girl, she does not want to get into the crowd of a big busy store and try on several coats. She goes to the store herself, picks out several coats, has them sent to her home, and tries them on the little girl, and returns those which she does not need. She is perfectly willing to pay an extra price for the goods to save herself the annoyance and inconvenience of all this wearisome detail at the store. Remember, there are so many well-to-do, aristocratic people in every locality, town, city and state of this whole country that their trade means fortunes to the merchants who get it. This class is more and more willing to pay for extra attention and extra accommodations.

Ninth: There are very few strictly "cash" stores, although many stores are widely advertised as such. Most "cash" stores do a more or less limited and conservative credit business.

The real question for every retail store to answer is not "Shall I do a cash business, or a credit business?"

The real question is, "How can I handle both my credit and cash business in the most profitable manner?" That is, "How can I handle my cash business

so quickly and accurately that a constantly increasing number of people will want to trade at my store, while I will not be subject to serious losses through dishonesty or carelessness in handling cash, or for any other reason? How can I also handle my charge customers so that the long time credits will be cut out, I will have but a small percentage of "slow pay" and practically no 'no pay' customers?" This is the real problem. The following is the way in which this problem is being successfully solved:

The cash trade is handled by the use of the cash sales book, requiring each employee to make an accurate, definite record of every transaction, putting that sales check on file, so that you—the merchant—will know exactly what is being done in your store. Just as sure as the sales persons begin to get careless about writing out the sales check for a cash sale, that is your signal to be on your guard. Carelessness breeds irresponsibility; irresponsibility breeds dishonesty. It isn't any use to mince words or save "tender feelings" in a matter of this kind.

This does not, however, infer, or even suggest, that all sales people or your sales people are dishonest. It merely says, and says it plainly and distinctly, that in modern business dealings the clerk who desires to keep his own records absolutely clean, will for his own protection write down a record of each transaction in which he takes part.

The credit trade is handled in such a way that an accurate record is made of each sale, and that record is kept where the merchant can see it at a glance without hunting for it. This is best accomplished by means of the "Short Account Credit Register." This is a modern device for filing sales checks, in which the name of the customer and total amount of her purchases since her last payment are always visible to the proprietor. Naturally they would not be visible to other customers. No merchant would make a success of business if he allowed every customer to know how much every other customer owed him.

This "Short Account Credit Register" also solves the problem of keeping close tab on petty accounts and C. O. D. collections and memorandum charges.

No retailer should depend on "hearsay" in settling any question. He should get all of the arguments in favor of doing business for cash only; he should also get all of the arguments against doing business for cash only. Then he should get all of the arguments in favor of doing a credit business and all of the arguments against doing a credit business.

In this way, when he understands all sides of these

two questions, he can then come to a decision that will be sound and permanent—a decision that may prove to mean the difference between success and failure. The above facts are presented in the hope and with the firm belief that they will contribute materially to a better understanding of the real nature of the “Cash or Credit” controversy.

TRADE GOLFERS TO HAVE BUSY SEASON

NOW that golf enthusiasts in the pottery and glass trade have had their first taste of club swinging and the schedule for the season is well under way, there is no reason why the plans of the Board of Managers of the Pottery, Glass and Brass Golf Association should not be successful and a most enjoyable season be had by the trade golfers.

The schedule of events as arranged called for the next meeting at the Baltusrol links; June 25 at the Essex County Country Club; July 14 at the Dunwoodie Golf Club; August 20, September and October at courses to be selected.

The trophies offered will be decidedly worth striving for and will consist of cups for the best selected score for the season, and a “Kicker’s Handicap” offered by President W. S. Pitcairn; as well as cups by Vice-President Peck, J. J. Miller and J. Duncan Dithridge. At the final meeting in October the championship will be played for, and also the final rounds of the eighteen holes in the selected score competition.

As there will be twelve rounds of eighteen in the Selected Score contest, and as the players will be carefully handicapped, the contestants who attend all or a majority of the tournaments will have an excellent opportunity to win the President’s handsome cup.

The secretary, L. S. Owen, will be pleased to hear from all in the trade interested in the tournaments.

GOOD SERVICE ESSENTIAL TO SUCCESS.

THE best of advertising campaigns will be greatly minimized in effectiveness unless accompanied by effective service in the store. The absence of this service is the explanation of many

an unsatisfactory newspaper advertising campaign.

There are business men of all kinds who seem to think that all they need do is to insert an advertisement in the newspapers and then sit down and wait for customers to flock into their store in droves. No dreamer ever had a worse delusion. Service is the right hand of advertising. And business without either is crippled. Time and again merchants have been known to advertise special prices for certain articles and leave their clerks entirely in ignorance of the fact. This is certainly not conducive to service. There is one thing to which it certainly does

tend, and that is disorganization. This is the very antithesis of co-operation.

To make the window display co-operate with the advertisement is to greatly enhance the value of the latter. The practice of the leading department stores and that of many retailers is a proof of this. The one tells the story in print. The other gives an ocular demonstration. Service implies a bright, clean and attractive store, one that will prove attractive to women as well as to men. Good service creates confidence. That quality cannot, however, be created in a day. It comes through a process of evolution. Here a little and there a little. A little courtesy to-day. A little attention to-morrow. Goods never bring other than they are represented to be, and goods delivered when it was promised they should be.

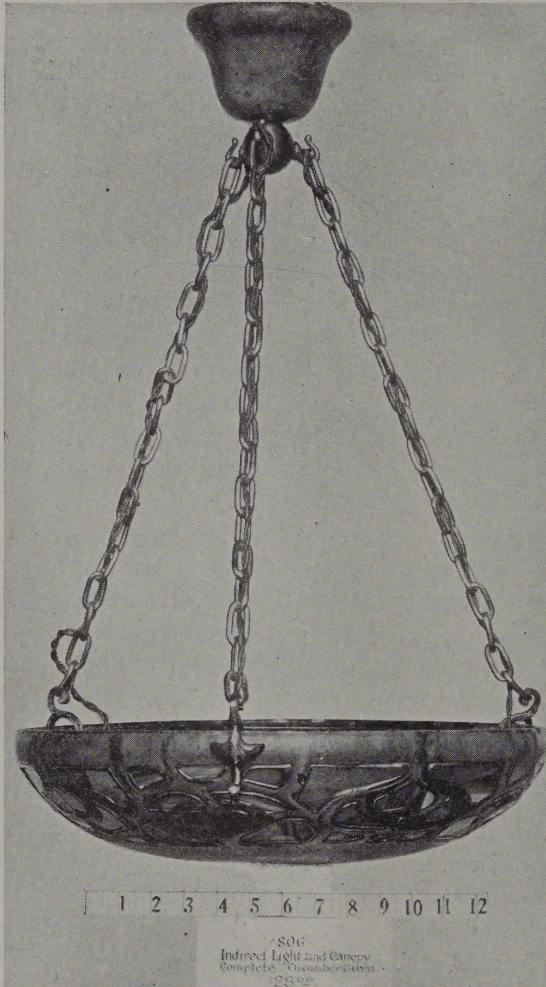
Service does not come from the right performance of one or two things. It is in the performance of many things, with the whole tenor of the store and its organization being bent

in the direction of satisfying and pleasing customers.

The business man who trusts to luck is nearly always a loser, for the percentage is against the one who guesses at things.

Anybody may do a successful credit business if he is able to determine those who will not pay him and tell them no. But who can?

The reputation of your store depends upon the kind of goods you sell. If you must sell a poor article the buyer knows that it is not guaranteed.



One of the new line of ceiling fixtures being introduced by the Fulper Pottery Co.



Business and Personal Items About Prominent People in the Different Branches of the Trade

FELDMAN.—I. Feldman has succeeded H. Wallenstein as assistant to J. H. Harris, the buyer of china, glass and lamps for the J. B. Greenhut Co., Inc., New York. Mr. Feldman, previous to his present employment was for a short time in the china and glass department of the Simpson-Crawford Co. and several years ago was with Abraham & Straus, Brooklyn. The new assistant, like his chief, is an Englishman, and has had a wide experience in china and glass, serving his apprenticeship in London stores. At the outbreak of the Boer War he went to South Africa with the British volunteer forces and served throughout the campaign, later locating in Durban, where he became associated with a large importing house, handling every class of crockery on export and selling on the road. He has been in America off and on for the past eight years, in that time making four trips to his home in England. Upon the arrival of his wife and family Mr. Feldman will locate permanently in this country.

SERVICE.—George H. Service, with the New York office of Josiah Wedgwood & Sons, and Mrs. Service sailed aboard the *s. s. Olympia*, Saturday, May 9, on an extended tour of Europe. While abroad, Mr. Service will take occasion to visit his old home in England.

VENON.—J. H. Venon, the New York china and glassware importer, expects to sail on his annual trip to his factories on Saturday, May 16. He will go abroad on the *s. s. Imperator*.

MILLIKEN.—R. A. Milliken, formerly manager of the glass department in the Newcomb-Endicott Co. store, Detroit, Michigan, has been placed in charge of the glassware department of James McCreery & Co., New York, recently taken over by the Liberty Glass Works.

RIDGWAY.—E. J. Ridgway, of Meakin & Ridgway, New York, sailed for Europe, Saturday, May 2, on his regular trip to the factories his firm represents in this country.

KUPPER.—Herman C. Kupper, New York importer of French and German china, is planning to sail for a visit to the factories on Wednesday, May 20.

BRONNUM.—Emil C. Bronnum, of the Royal Copenhagen Porcelain Works, Copenhagen, Denmark, sailed for home aboard the *s. s. Hellig Olva*, Saturday, May 2, after a three months' stay in this country.

VOGT.—Charles Vogt, of Vogt & Dose, New York, expects to be able to go broad the early part of June. He will return in the early fall.

SCHMIDT.—Eugene Schmidt, formerly china and glass buyer for the J. L. Hudson Co., Detroit, Michigan, is now buying similar lines for the Newson-Hawisher Co., Lima, Ohio.

JONES.—George B. Jones, American representative of Johnson Bros., England, left on the *s. s. Baltic*, Thursday, May 7, for a trip to the pottery district.

MARTIN.—Frank R. Martin, the china and glass buyer for Cowell & Hubbard Co., Cleveland, Ohio, re-of Johnson Bros., England, left on the *s. s. Baltic*, *La Provence*, Saturday, April 25.

ECKERT.—Edward H. D. Eckert, for the past ten years with Fensterer & Ruhe, china and glassware importers, New York, has associated himself with The Art China Import Company, New York, and will show their sample line over his former territory.

ROSENFELD.—Julius Rosenfeld, of the firm of Lazarus & Rosenfeld, New York importers, sailed on the *s. s. Olympic* Saturday, May 9, on his annual trip to the European markets. He is expected back about the first of July.

PITCAIRN.—William S. Pitcairn, the American representative of Doultons, Ltd., sailed Saturday, May 14, for a visit to the potteries on the *s. s. Adriatic*.

FISKE.—Ray Fiske, for some years past connected

with the Consolidated Lamp and Glass Co., is now with Wm. R. Noe & Co., and will show their wares on the road throughout the West.

LAFFERTY.—M. E. Lafferty, a member of the firm of Cox & Lafferty, New York selling representatives, has taken up his residence in St. Louis, Mo., where the concern recently opened a branch salesroom. He will, assisted by a force of traveling salesmen, look after the trade in Missouri, Kansas, Arkansas, Nebraska, Iowa, Tennessee, Kentucky and Oklahoma.

MILLER.—John J. Miller, head of the china importing firm of Maddock & Miller, New York, was a passenger aboard the s.s. *Adriatic* Saturday, May 14, bound for a visit to the pottery interests he represents in America.

EDMINSTON.—Hugh C. Edminston is now abroad, having sailed from New York Saturday, May 2, on the s.s. *Caledonia*.

Among the Glass Houses

A Number of Interesting Short Notes of the Glass Houses
New Concerns and Changes in the Old.

ROCHESTER, PA.—The Deitrich Glass Company, operating a decorating shop in this place for some time past in a portion of the plant of the Rochester Tumbler Company, has transferred its operations to Monaca, Pa., where the H. L. Dixon Co., of Pittsburgh, Pa., has erected a building for the Deitrich Company's use.

* * *

Albany, N. Y.—A certificate of incorporation was recently filed with the State officials by the Kiefer Bros. Cut Glass Company, of Brooklyn, N. Y. The concern has a capital stock of \$50,000 and its corporate directors were as follows: Joseph M. Baum, Max Horowitz and Henrietta Ingber, of New York City.

* * *

Charleroi, Pa.—The Keystone Cut Glass Co., operating a shop in Charleroi for the past two years, recently purchased a site for the erection of a three-story factory building to be occupied exclusively by them. M. S. Mebs is manager of the company, which employs a force of about forty men.

* * *

Johnston, Pa.—The Allen Cut Glass Company recently declared a dividend of six per cent., and plans have been made for the erection of a factory building to house the rapidly growing business. The company has in view the construction of a plant about 120 by 40 by 60 feet, three stories in height, with capacity for about one hundred operators. William Allen is

president of the company, which is capitalized at \$7,500, Johnston people holding practically all the stock.

* * *

Arcadia, Ind.—The new Jenkins factory to be started here shortly as a branch of the Jenkins Glass Company, will be one of the largest factories controlled by this firm. They will produce a line of tableware and flint goods. A fireproof addition is nearing completion and the plant is expected to start in the near future.

* * *

Omaha, Neb.—The Omaha Cut Glass Manufacturing Company has filed its articles of incorporation with the county officials and are authorized to buy and sell glass and chinaware, with a capital stock of \$50,000, the charter to run twenty-five years. The incorporators are: Charles L. White, A. W. Gordon and F. H. Eddy.

THE SCIENCE OF STORE MANAGEMENT.

SCIENTIFIC management in the retail trade is merely performing the different motions and acts in the most expeditious and economic way commensurate with the general welfare of the business.

To do this requires care and much intelligent thought.

An outsider may assist in bringing about the desired state of affairs. But the onus is after all practically upon the merchant himself with his clerks co-operating. If he expects that a brand new system that will work with the precision of a high-priced watch can be made and installed by a so-called expert, he will be doomed to disappointment.

There is not a retail store in existence whose management is so scientific and perfect that there is no room for improvement. To the thoughtful and enterprising merchant better methods are always possible. It is only the business man who deems his methods perfect that is incapable of being taught new and better methods.

Those who think, and plan and analyze with a view to doing business on a more scientific basis, make a close study of the trade newspapers and magazines and rub shoulders with their fellows whenever opportunity affords. That is the way many new ideas are conceived and many old ones improved.

Complaint is made as to the increasing opposition which British makers of all classes of glass goods have to meet in their own home market. For February the total imports of glass were valued at \$1,365,180, an increase of more than \$50,000 and \$65,000, respectively, over the like month in 1913 and 1912. Plain, cut, or ornamental and other manufacturers of flint glass totaled \$517,742, an increase of \$42,071, as compared to the previous February.

In the New York Market

A Description of Seasonable and Staple Novelties That Have Lately Made Their Appearance and Where to Get Them

This department is designed to give a brief account of some of the latest things that make their appearance in the pottery, glass, lamp and art metal markets, and where they may be obtained. For the busy buyer and retailer this information is especially worthy of perusal as one suggestion from the entire list may open a source of profitable business to him. New designs in cut glass, new shapes in china and pottery, perfections and improvements in standard goods, interesting treatments in metal ware, and the latest styles in lamps, will be featured as far as practical, and those wares that are running popular in certain parts of the country will be given mention. If any of our readers want to know further about any style of goods described in these columns we will be glad to advise them to the best of our ability.

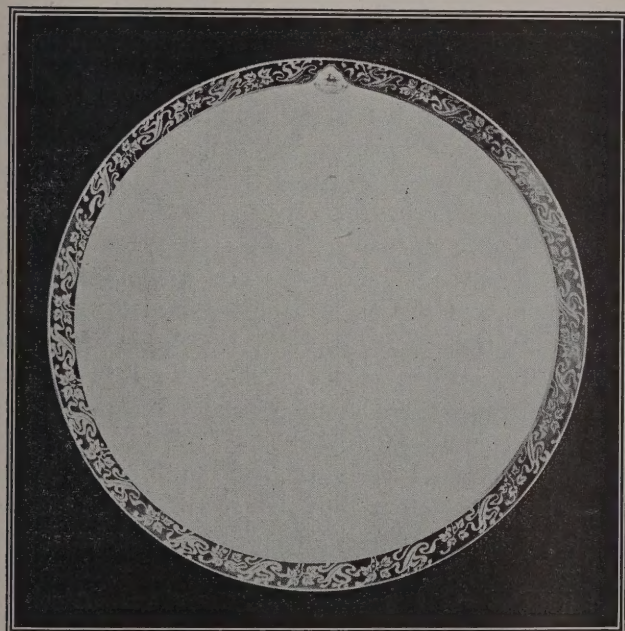
THE first pieces of the cut glass line to be produced by the Consolidated Cut Glass Co., Suffern, N. Y., were placed on display at the New York showrooms of Richard Kohn, president of the

way with any other on the market. This decoration also appears on the other new pieces, which include such articles as a loaf sugar rack, spoon holders, sugar and cream sets, bowls and nappies, and is called the "Fern." In addition to the general line of cut glass products, the Consolidated Company is showing an extensive line of electroliers and candelabras, the former in two-light combinations with pull sockets. These are cut in the new floral design or mitre as desired. A delightful line of small boudoir or desk electroliers with a single light rounds out the showing.

In addition to the Consolidated line Mr. Kohn has an immense assortment of cut and engraved glassware in every grade and finish, his new show rooms being one of the bright spots in the downtown district.

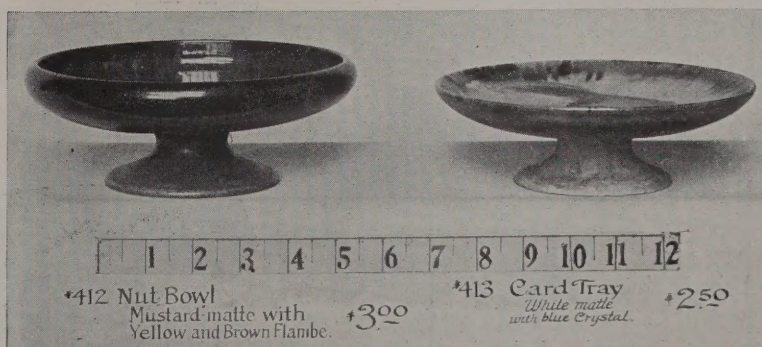
* * *

The Moresque ware, recently introduced by Warshavsky & Cohen, manufacturers of art metal goods, has met with a popular demand in every section of the country and many gratifying orders for the complete line have been taken. Moresque ware can be had in either brass or copper, and consists of a large stenciled decoration in color on the brush brass or copper ground. A feature of the design is that it will not polish off, being worked into the ware. The colors



Encrusted gold plate, one of the many beautiful patterns shown by the Art Import China Co.

company, early in the month. The specialty end of the line will be particularly enticing, for the few items already on view are unique in construction and handsomely finished. On these, perhaps, the jewel cases are most noteworthy. They come in both round and square shapes and are silver mounted. Instead of the silk or satin lining usually found in novelties of this kind, they are fitted with a plush lining, an entirely new feature being a ring rack. The exterior is richly cut in a combination floral and C. B. cutting, the floral design being entirely new and not conflicting in any



Fulper Pottery pieces with wonderful glazes

POTTERY AND GLASS

are blue and purple. Another new feature with this firm is a castor set, remarkably well made and finished, that can be retailed at a good profit for 25c. New casserole holders and fern dishes are also included in the May showing. The line has been represented in the New York market by S. Sisper, for some time past, who has just engaged new quarters at 23 West Twenty-third Street, where the entire line of metal wares and lighting goods of Warshavsky & Cohen are now on display.

* * *

Catering to the thirst of the inner man is bound to be a successful retailing scheme in the spring and summer months. The cooling effect of a glass of



Artistic May wine and punch bowl shown by E. R. Thieler

sparkling May wine cannot be denied. To meet just such a demand E. R. Thieler is showing a variety of wine bowls and sets from the Mettlach factory, a specimen of which is reproduced herewith. The Mettlach inlaid stoneware line is filled with strong selling items for the summer trade, all of which will be more attractively displayed than ever in the new salesrooms at 35 West Twenty-third Street. Here Mr. Thieler will have increased space and every modern convenience, and will be able to show his lines of artistic importations to better advantage than ever before.

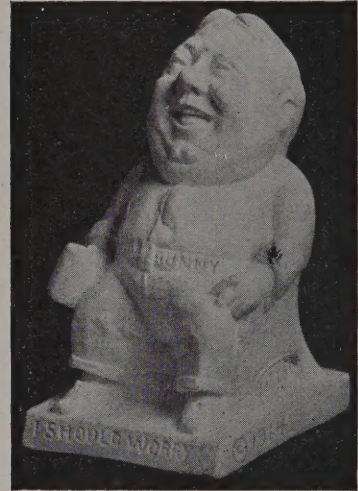
* * *

The Art Import China Company have decided to discontinue their retail department and in the future will devote their entire time to the wholesale end of their business. The monogram dinnerware that has been one of the very successful items in their line will be continued. They will carry a full stock of

dinnerware for immediate delivery as well as a well balanced line of crystal wares from their Bohemian factory.

* * *

Wherever the "Movies" are to be found, and that means practically everywhere under the sun, the com-



"Funny Bunny" of the Movies

ical adventures, stout short figure and humorous expressions of John Bunny are known. A photo-play featuring "the idol of the screen" has the drawing power of a Missouri mule because his admirers know before hand that it will not be a tragedy for Bunny is at his best when portraying his naturally happy disposition. He is the official chaser of the "blues" and in this capacity he is making a hit wherever shown in his new role, a character figure, being introduced to the trade throughout the country by F. W. Reichenbacher, New York City. "Funny Bunny" character figures come in two sizes and will retail profitably at Twenty-five and Fifty cents. They show the "Movie" idol comfortably seated, cigar in one hand and goblet in the other, his face abeam with contentment, but ready to repel any attack on the premises the "Glooms" may make. The novelty has taken hold with great success and it behooves merchants outside of New York to take up this popular article.



Some of the new cut glass offerings on display at the showrooms of Wm. F. Upham

Among the Potteries

ROSEVILLE, O.—No doubt, one of the most interesting features of the ceramic exhibit at the Panama-Pacific Exposition in San Francisco, Cal., next year, will be the working model of a pottery plant to be erected by Ransbottom Bros. on the fair grounds. They will show the manufacture of stoneware products and will take about seventy-five experienced hands from the local pottery to work the exhibit.

* * *

Cambridge, O.—The foundations for the three new buildings of the Guernsey Earthenware Co., of this place, one of which is 200 by 298 and the other 60 by 60, have been completed, and work on the construction will be pushed rapidly forward.

* * *

Wheeling, W. Va.—It has been rumored around pottery circles for some time past that the proposition of the Steubenville Pottery Co. to take over the plant of the La Belle pottery there, which was considered six months ago has been revived. It is understood that the deal has been practically closed whereby the Steubenville concern will occupy the big plant, which is the most modernly equipped in that section, and manufacture its general line. Last winter this matter was taken up by the Wheeling Board of Trade, but the firms failed to get together and the matter was dropped. If the plan has been revived and is put through, it means that Wheeling will have one of the largest potteries in this section working in full within a short time.

* * *

East Liverpool, O.—During the latter part of April, life in the pottery city was enlivened by a series of labor troubles that were readily remedied. The color line was drawn tightly at the plant of K. T. & K., when men in the clay shop took exception to the appearance of a colored batterout and walked out. Over a hundred employees were temporarily affected. At the C. C. Thompson pottery the trouble resulted upon the refusal of the officials to remove screens from the windows. The screens had been placed on the inside and made it impossible to raise the windows. The officials stated that the screens were necessary in order to protect the windows, panes of glass having been broken in almost every window before the screens were placed.

* * *

Molalla, Ore.—The citizens of this place have subscribed to a bonus to bring a pottery plant here, and

it is expected that the plant will be in operation within a short time. There is an abundance of clay in the immediate vicinity of the site selected for the new enterprise. The specialty goods which will be manufactured are at present all shipped from the East to the Coast. The clay here is reported the only clay known to exist on the Pacific Coast which will do for this work. At a Commercial Club meeting a voluntary bonus was asked from the audience and \$1,400 was raised, which makes a total of \$2,000.

* * *

Crooksville, O.—The employees of the A. E. Hull Pottery Co. were made happy recently by the announcement by the management of this flourishing concern that in spite of general dullness in the pottery business the Hull company has enough orders on hand to insure the operation of the plant at its full capacity for months to come.

* * *

Chicago, Ill.—The Western China and Pottery Decorating Company is one of the most recently incorporated Illinois concerns. They have a capital stock of \$2,500 and name the following directors: McMyer Tolpin, Rebecca Goldman, Harry Echman.

* * *

Chester, W. Va.—Plans of the Consolidated Mfg. Co., of this place, incorporated last fall to erect a pottery at Grafton, W. Va., and have it in operation not later than June 1 of this year, will not be carried out, although it is expected to have the pottery running by the middle of August. Contractors were delayed by the severity of the weather and there was additional delay because of scarcity of material. But weather has taken care of the temperature when kilns can be erected and the material is at hand so that work is being rushed with all possible speed. The pottery will make a general line of ware.

* * *

Clarksburg, W. Va.—While the committee of cap-



Silver-plated fern dish, one of the popular specialties in the art metal lines of Warshavsky & Cohen

italists have been looking over the country for a pottery to locate in this city or investigating men who are willing to build and operate a pottery in this enterprising town, it is understood that no decision has been reached. It is understood that the Clarksburg men have a good argument in the cheap fuel that region affords a factory, while the shipping facilities are of the best. The question of labor, they say, can be secured there as well as in any other industrial community, while the city is an ideal home town with all the advantages of good schools and churches. It is said that an eastern Ohio pottery company will locate in Clarksburg before the year ends.

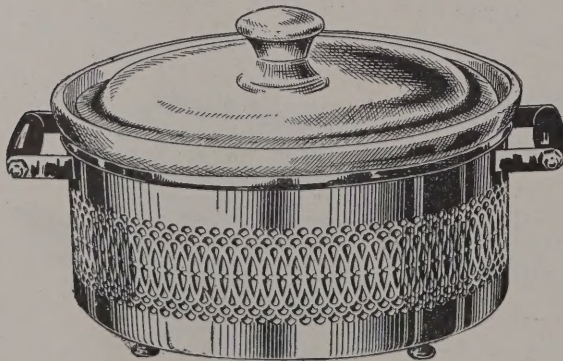
SOUTH BEND STORE MAKES EXTENSIVE IMPROVEMENTS.

EXTENSIVE improvements have been made in the store of George H. Wheelock & Co., South Bend, Ind., one of the largest crockery establishments in the West, in order that they may be in a position to show their large assortment of china, glass, art goods and lamps to full advantage. The principal change was made on the second floor, where the office formerly occupied the entire frontage. This has been moved to one side and the major portion of the floor devoted to salesroom purposes. Large glass display cases, side wall shelves and tables, in mahogany finish, have been set up and the floor carpeted. Clocks, objects of art and the finest lines of china will be carried on this floor. The third floor is given over to house furnishings, while the basement has been set apart for the showing of toys and the cheaper lines of china and glass. A new cash carrying system and electric elevator have also been installed. With the display balcony on the first floor, the Wheelock establishment now have virtually five floors for the display of its varied lines.

LARGE SUMS PAID FOR DRESDEN WARE.

A recent public sale in London large sums were eagerly bid for Dresden pieces in the collection of H. J. King. Some of the most interesting pieces and the prices they brought were as follows:

A centrepiece with oval basket painted with coats of arms in colors, and boldly modeled at the ends with caryatids, brought \$4,987.50.



Pierced metal casserole, copper, brass or silver-plated, shown in the art metal line of Warshavsky & Cohen

A vase and cover of inverted pear shape, with painted panels, the lower part of the vase supported by figures of three eagles, sold for \$1,365.

A series of twenty-two pieces, some boldly modeled with figures of Bacchus, satyrs, and amorini and others surmounted by figures of Ceres, Flora, and Mars, went for \$2,625.

A gentleman and a harlequin standing beside a table, upon which are various bottles, realized \$1,522.50.

"The Seasons," a set of four groups of children with flowers, sold for \$1,260.

A pair of ewers and covers, modeled as figures of Chinamen holding jars and riding cocks, brought \$1,128.75.

"Jupiter" and "Juno," a pair of figures fifteen inches high, sold for \$2,205.

"The Senses," a set of five allegorical figures of nymphs, went for \$1,076.25.

A group of a lady seated on a chair with her lover kneeling beside her, and a negro page at his back, realized \$4,305.

A pair of figures of jays perched on stumps of trees, among the branches of which are squirrels and beetles, brought \$3,937.50.

"The Monkey Band," a set of twenty-four monkey musicians in costume, with a conductor and ten music stands, went for \$1,895.

NOTES FROM FOREIGN SHORES

THE Manchuria Daily News reports that Penhsihu, China, in addition to its coal and iron, possesses an excellent clay for pottery, which has a great resistant power against high temperatures. The first of the native pottery kilns was erected about sixty years ago. The clay is obtained about two-thirds of a mile northwest of Penhsihu. Coal is used for burning the ware. The annual output of pottery, consisting mostly of pots, jars, etc., amounts to about 760 tons.

* * *

Lamps, imported at Yezo, via Shiraz, are mainly Austro-Hungarian or German, and of the cheaper and more gaudy kinds; some small Russian ones. In the villages the ancient earthenware cup filled with vegetable oil still serves to accentuate the darkness, adding to it soot and smell. Lamps of this kind are to a slight extent being replaced in the nearer villages by small tin ones of local manufacture, burning kerosene. Cheap Continental hurricane lanterns are coming into favor. Tea glasses, teapots and some water-pipe containers are imported from Russia. Other crockery, including lamp shades, globes and lamp glasses, comes from Austria-Hungary and Germany.

* * *

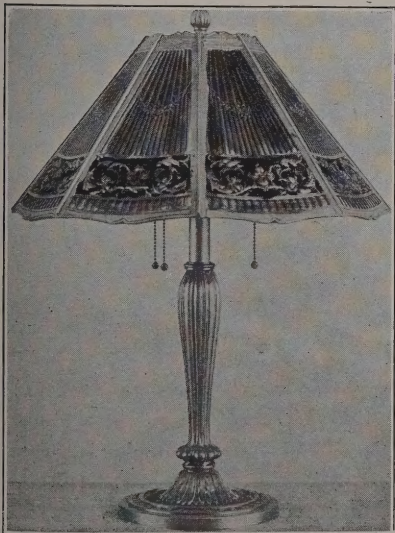
There is nothing which stands still in the universe; this world will progress whether you progress with it or not.

Lamps, Lighting Fixtures, Shades and Art Metal

SUMMER lamps have come in to stay so it behooves the retailer of lighting goods to be prepared to meet the demand. Now is the time when the home furnisher wants artistic shapes and wonderful colorings. She wants a lamp that will add materially to the decoration of the cottage or bungalow, and willow, reed, and wicker have the call. While lamps of this nature are invariably for electric lighting systems there are a number of rather clever ideas in metal and glass and pottery that can be used with either gas or oil. The enterprising dealer will carry a stock of portables in which color is a strong feature, the average summer lamp being for decorative purposes, to throw a soft, diffused light, and not for reading. Shaded greens, soft browns, verte antique, black and blue and such hues as the housewife will find to harmonize perfectly with her Summer furnishings are in constant demand.

* * *

ILLUMINATING glassware is no longer a mere decorative accessory, but an essential part of the lighting fixture. All modern sources are entirely too brilliant to be directly viewed by the eyes, so it is necessary to surround them with globes or shades that



Decorative portable shown by
Bradley & Hubbard

will give the most light while protecting the eyes. The question of eye comfort, indeed, depends to a large degree upon the selection of glassware for the lighting fixtures. A side light, for instance, is impossible unless protected not only with a surrounding globe or shade, but by using a frosted or frosted tip bulb for electric light, or cup for the incandescent.

The same thing applies to table lamps. If you want them actually to see by, do not cover them with a

heavy leaded glass shade which confines the light and is for decorative purposes only; nor with one that allows the light to glare up into the eyes. Use an



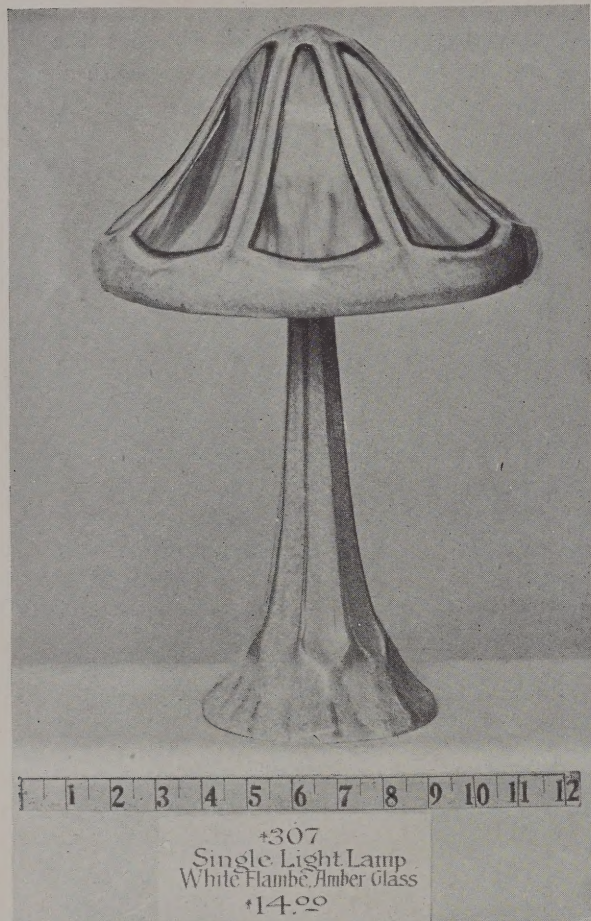
A ceiling fixture that adds a touch of distinctiveness to the home. From the Fulper Pottery Co.'s line.

opaque shade that will soften the high brilliancy of the light source and at the same time act as a reflector, throwing the light downward and not upward into the eyes. A pretty good test of the lighting diffusion desirable is that it shall be such as to allow comfortable reading from half-tone paper in any position.

Even with overhead lights, unless one of the indirect systems is used, equal care should be exercised in select-

ing the glassware. Oftentimes a great deal of light is wasted in a chandelier because the globes either allow it to be scattered in all directions or do not admit of enough diffusion. Here, too, the tips of electric bulbs and the cups surrounding the highly brilliant gas mantles must be frosted in order to keep the lights from dazzling the eyes.

But art glassware also has its place in the lighting scheme of the home. It plays a very important part



Cheerful little boudoir lamp in white and amber. Made by the Fulper Pottery Co.

in interior decoration and should not be confused with the glassware that is used for practical purposes.

Globes and shades may be divided into these general classes, according to their material and decoration: Clear or crystal glass, decorated by frosting or cutting, or a combination of both; opal glass, sometimes called porcelain; translucent glass; prismatic glass and colored or art glass. The clear or crystal glass may be used as decorative, as one cares to have it and absorbs but little light. Opal means simply the plain white globes and shades that soften and diffuse the light. A less dense glass, known as opalescent, is very useful as a means of preventing glare, and gives when lighted a slightly tinted effect. Translucent glass gives what may be described as a milky white light with a faint hint of color. Prismatic glass is designed to

protect the eye from the light source, yet to diffuse and distribute the light in such a way as to be almost twice as efficient as the ordinary globe.

There is glass that is rainbow tinted; glass that is golden-hued, in exquisite flower-like shapes; tinted glass in all shades with and without a tracery of design, and glass whose patterns, colors and shapes carry out the idea of some flower; etched glass is conventional and "period" designs—all these are rare and beautiful examples of the modern glass-worker's art, and are suitable and lovely on brackets, in shower lights, for table lamps, boudoir lamps, or in any place where they may add a note of color harmony, which is their only proper use.

* * *

The Turner & Seymour Mfg. Co., Torrington, Conn., lighting and upholstery hardware manufacturers, have decided to discontinue their line of portables and other lighting fixtures and are closing out the lamp end of the business. They will thereby be enabled to redouble their efforts in the manufacture of upholstery and drapery hardware.

* * *

The American Lamp Shade Company, of 512 West Thirty-sixth Street, New York, has filed schedules which show liabilities of \$12,204 and assets of \$3,145, consisting of stock, \$1,950; machinery, \$1,000; accounts, \$145, and cash in bank, \$50. Among the creditors are J. W. Riglander, \$6,969; Harmon H. Kayton, \$2,000, and Rebecca Kayton, \$1,900.

NEW YORK MUSEUM GETS PERUVIAN POTTERY

THE archaeologists are enthusiastic over the collection of Peruvian pottery, recently acquired by the American Museum of Natural History. It was unearthed in Nazca, a small town in southwestern Peru, and examples of this art, according to authorities, date back 3,000 to 4,000 years ago, before the occupation of Peru by the Incas. Jars of pottery and other objects found in that region are, therefore, considered extremely valuable, and since the arrival of this collection in America, the Government of Peru has passed a new law which practically prohibits the exportation of works of art from that country.

One of the officials of the Museum, who has made a study of Peru and its ancient art, pronounces the collection one of the most important known. He says that the pottery is undoubtedly the finest ever brought from Peru to America, and that it is unusually beautiful in form and ornamentation. The color is remarkably well preserved, which he attributes to the dry climate and sandy soil of southwestern Peru. The decorative designs are birds, fish, and the puma.

Some of the designs also represent ancient dances, and others depict warriors, and hunters departing for the chase, and still others show the primitive method of throwing a spear by means of a stick.



From All Over the World

LITTLE NOTES OF INTEREST TO
THE TRADE PICKED UP FROM
DIFFERENT PARTS OF THE GLOBE



AMERICAN IDEAS IN CHINESE DEPARTMENT STORE

THERE has recently opened in Swatow a Chinese department store laid down on the style generally found in America. While Swatow has in the past year seen many innovations in the various shops that have been opened, this is the first Chinese department store. It is centrally located on one of the main thoroughfares. The building consists of three stories, newly erected, well fitted with electric lights, and otherwise elaborately furnished with Chinese furnishings. The proprietor is a Chinese who has been in the wholesale commission business in Swatow for the past three years, and this is his first attempt at retail selling. It seems that there are five partners of one family, and they have been in the wholesale commission business for many years. At present they have agencies at Hongkong, Kobe, Batavia, Singapore and Swatow, with a partner in charge of each of these agencies. Their method of doing business is to have each agency buy products which are best obtainable at the place it is situated and ship them to the other agencies having a market for these goods. For example, the Japan agency at Kobe buys Japanese products and ships them to the other agencies. The Hongkong agency buys most foreign products at Hongkong and ships them to the other agencies, and so on.

The crockery, kitchen utensils and glassware are of German and Japanese manufacture. They are carried in large quantities, but are of the cheapest quality. Lamps and lighting novelties, chiefly of Japanese manufacture, are also in stock.

* * *

Several large manufacturers of table porcelain in the Coburg, Germany, consular district are turning their attention to the manufacture of electrical appliances made from porcelain, such as are used for the interior equipment of dwellings, hotels, factories, etc. It is stated that the demand for such appliances is increasing so rapidly in Germany that it is difficult to fill orders as promptly as desired. This demand is not due to a general increase in activity along commercial lines so

much as to a tendency toward efficiency and the elimination of old methods.

Recently, U. S. Consul General J. I. Brittain visited a modern pottery where the proprietor is turning his attention to the manufacture of electrical appliances and is increasing the capacity of the plant. He told him that the demand for such ware in Germany would for the present at least prevent his filling any orders from the United States. The impression appears to prevail that porcelain goods made here are superior to those manufactured in the United States. The quality of the clay and careful firing were mentioned as factors. Most of the potteries here are equipped with double kilns.

More care appears to be taken with the old broken saggars than at some of the American potteries. Those necessary to replenish the stock of saggars are re-ground and remolded, and the surplus of broken ones is sold to other porcelain works. Saggars appear to be of a finer texture, slightly thicker, and more carefully made than the average American sagger. The bottoms of those in which electrical porcelain are burned are three-eighths of an inch thicker than the bottoms of saggars in which other porcelain is fired. He was informed that saggars slightly thicker are more durable and that the percentage of ware damaged by firing is smaller.

Kilns are being built here for the manufacture of tiling such as is used for wainscoting in bathrooms, hallways, etc. Such tiling is to be manufactured from broken and damaged porcelain and ironstone china, used in proportions of about two-thirds to three-fourths porcelain and one-fourth to one-third ironstone china. Hydraulic or friction presses will be used and intense pressure will be applied in molding the tiles. They can be made in any desired color and also decorated. The inventor not only plans to use broken and damaged material from potteries but also anticipates purchasing broken and discarded porcelain and stoneware from various cities. A contract has been made with the municipality of Berlin, it is stated, for the purchase of such ware as would otherwise be thrown away.

With the Editor

TAKING ADVANTAGE OF THE SEASON.

The "June Bride" season will soon be here, and then the summer! Are you prepared for the many chances that naturally come with the season, the special sales, the special displays, both in the store and in the windows, and the special advertising features that should tie our selling campaign together in a unified whole? Many a merchant "loses out" on just these seeming small points; he fails to "rise to the occasion" when the opportunity presents itself; he figures that special seasons will bring special business to him without any special effort on his part. And in general he is sadly wrong. In a subsequent number we are going to print an article along these lines.

* * *

YOUR BUSINESS CARD INTRODUCES YOU.

There is another matter of business etiquette that we are going to call attention to in a coming article, and that is—your business card. This little pasteboard affair—within the neighborhood of 2x3 inches—seems a minor matter and scarcely worth our attention at all. But it's an important factor when you consider its duty—to introduce you—and when we turn our guns of criticism upon the way it is abused you'll have a great deal more respect for it in the future than you gave it in the past.

* * *

A CRITICISM AND—

"Why don't you publish a few of the clever advertisements that have brought business to some of the big china and glass stores throughout the country?" asked one of our subscribers not many days ago. "I'd like to get some idea of what my brothers are doing in the field. I'd like to know how they plan their special sales, how they dress their windows, and how, in short, they get 'the order' over their counter. I know how my plans work, and now I'd like to know how the other fellow does it."

"Well," we said in evident extenuation, "we'd be glad to do just what you ask if the merchants from the various sections of the country will give us the facts, copies of their advertisements, or photographs of their displays. Unless we get help this way the task would be too great for us alone. Now, in your case, you have an attractive store, and you have your displays photographed occasionally, but although we've asked you frequently, you've never sent us any. If you don't help the other fellow he won't help you."

"I see your contention," replied the subscriber, "and you'll get your photographs to-night."

* * *

AN INVITATION.

This, therefore, leads us to an invitation. We want all the readers of POTTERY AND GLASS to send us photographs of their shops or their window displays, copies of their advertisements that have brought results, and any facts concerning their schemes or plans of getting more business. This is the kind of material we are looking for and we will welcome all you can send us. Help the other fellow and he'll help you.

THINGS BE REMEMBERED

BE careful how you economize. Anybody can cut down expenses, but to do it without cutting down receipts as well requires caution.

It is better for your advertisement to name the advantages your goods do possess than to list the disadvantages that they do not have.

It is well to remember that while advice may be more needed and more sensible in many instances, applause is by far the more popular.

Fault finding or finicky customers cannot be successfully handled by a salesman who is not thoroughly informed about the goods he is selling.

There are three reasons why your goods may not sell well. Poor service, poor goods, poor advertising. Consider all three.

In any kind of advertising or displaying of goods do not attempt to attract attention by means that may be startling but that are certainly repellent.

When the mistake is your own, nothing is to be gained by endeavoring to place the blame upon someone else's shoulders. It will not stay there.

If it is proper that a clerk be discharged do not hesitate to say the word. There never yet was an employe so good that his place could not be filled.

"From Delivery Boy to Merchant Prince" will never be written of the fellow who is satisfied to let well enough alone.

The salesman who does not greet a customer properly has handicapped himself at the outset, making it difficult for him to develop a sale.

The man who sits back and waits for an opportunity won't have long to wait before he will see one go by arm in arm with some fellow who has been after it.

Don't be afraid to ask a profit on your goods. The man who tries to meet every cut on the line will soon find it difficult to meet his bills.

Always remember that it is a good deal easier to pull prices down than it is to boost them up again.

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First Vice-President, H. L. Dixon.
Second Vice-President, W. J. Patterson.
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Treasurer, Robert West.

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W A N T E D

Advertisements in this department, five cents a word. Minimum charge one dollar.

Pottery and Glass, 395 Fourth Avenue, New York.

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For The Supply Man

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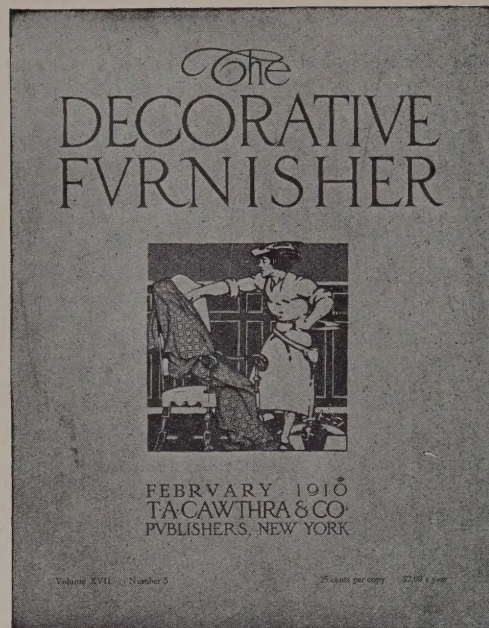
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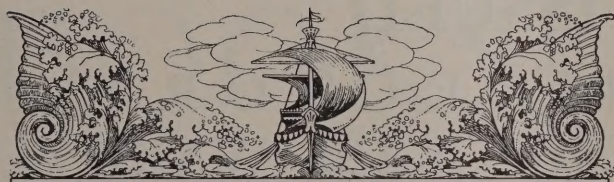
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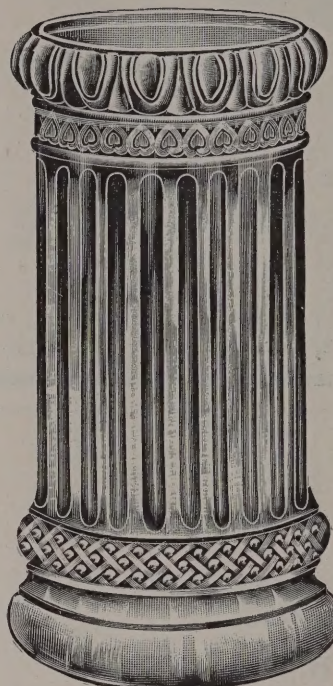
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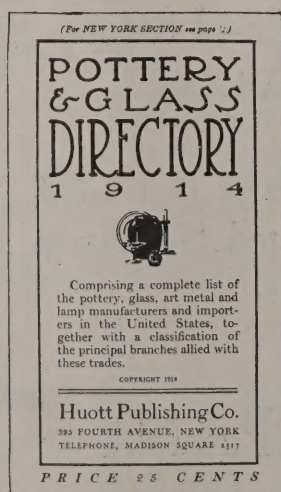
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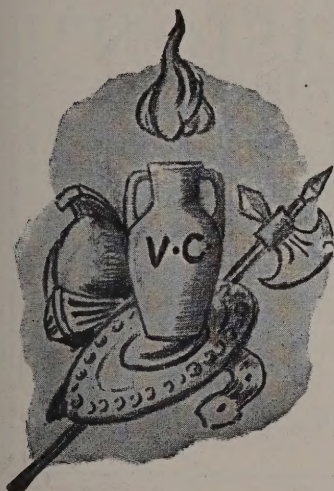
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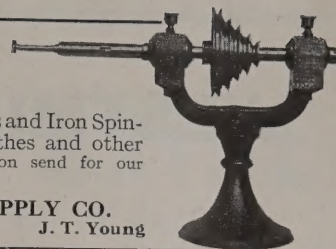
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